



**State of West Virginia  
Department of Administration  
Purchasing Division**

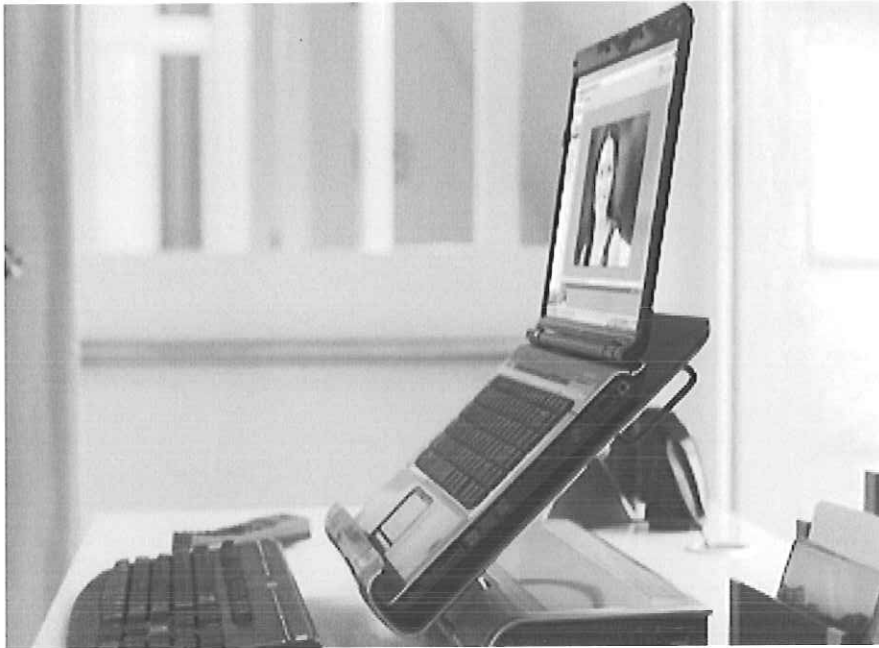
**NOTICE**

Due to the size of this bid, it was impractical to scan every page for online viewing. We have made an attempt to scan and publish all pertinent bid information. However, it is important to note that some pages were necessarily omitted.

If you would like to review the bid in its entirety, please contact the buyer. Thank you.

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# Response to State of West Virginia Office of Technology for Peripheral Devices and Accessories from Hewlett-Packard Company



September 4, 2012  
Solicitation Number: IP12  
Cost Proposal

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Hewlett-Packard Company  
1801 Crosstimbers  
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www.hp.com

August 30, 2012

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Ms. Ferrell,

Hewlett-Packard ("HP") is pleased to submit the enclosed proposal in response to the State of West Virginia's, Request for Quotation for Blanket Open End Statewide Contract for Computers and Peripherals, number IP12 ("RFQ"). Our proposal illustrates the many reasons why HP should be the State's vendor of choice.

HP has long been recognized as a leading global computer equipment manufacturer. Our commitment to quality and reliability, product stability, security and manageability will help the State reduce the cost of ownership that will benefit the State's bottom line.

No other vendor in this industry can offer the State all of the following benefits that meet the State's mandatory requirements:

- Consistent competitive pricing
- Procurement through HP Direct
- A single point of contact through the HP Account Team
- Support network with consistent delivery capabilities in the State of West Virginia
- Leadership in quality and customer satisfaction, two longstanding HP business imperatives
- Long product life cycles with transition support to future new technologies
- EPEAT Gold or Silver rated desktops, notebooks and monitors
- Strong alliances with leading technology providers—such as Intel® and Microsoft®

As one of the recognized leaders in computing products, HP welcomes the opportunity to demonstrate why we are the best choice for the State's computers and peripherals acquisitions. We would like to meet with the State's evaluation team to discuss our technology roadmap and present our strong fulfillment capabilities.

We look forward to a strong and mutually beneficial business relationship. Please contact me at 859.361.8544 or [tina.segneri@hp.com](mailto:tina.segneri@hp.com) if you have any questions regarding HP's proposal.

Sincerely,

Sylvia A. Miller  
Contracts Administrator

## Table of Contents

Cost Proposal .....	3
HP Attachments .....	4
Attachment 1 – HP Response to IP12 Cost Sheets .....	4
Attachment 2 – HPFS Lease Financing .....	4

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## Cost Proposal

4.1 Vendor must complete the Cost Sheets attached. Vendors must complete Attachments A-J to be considered to have provided a valid bid response.

**Response:**

HP agrees and has provided the completed Cost Sheets as **HP Attachment 1**. HP has also included information on Lease Financing as **HP Attachment 2**.

4.2 **A contract will be awarded to the vendor with the lowest bid meeting all mandatory specification requirements.**

**Response:**

HP agrees.

4.3 Vendor must agree to maintain and upgrade (keep pace with the advance of technology) the standard configurations for a stated period of time or intervals

**Response:**

HP agrees.

4.4 Any educational discounts available from the vendor must be included in the cost section of this RFQ, to indicate the capability and capacity to provide them to K-12 schools. Educational pricing must be listed on each cost sheet and noted as such. The State clearly understands that discounts for Education pricing may differ. **The Educational discount will not be part of the evaluation.**

**Response:**

HP agrees. HP's proposal not only provides the State departments and agencies, but all State of West Virginia local public bodies, cities, counties, public schools, and institutions of higher education, with the ability to purchase the products proposed at the extremely aggressive pricing to maximize agencies budgets. The aggressive pricing HP offers is a reflection of our future costs from suppliers, which allow us to more accurately predict and deliver a price that is significantly lower, therefore providing all purchasing entities utilizing the contract the most aggressive pricing upfront.

4.5 **ALL COSTS MUST INCLUDE SHIPPING AND HANDLING AND MUST REFLECT A TOTAL PER UNIT COST FOR EASE OF COMPARISON.**

**Response:**

HP agrees. Please reference response to item 3.7.6 provided in HP's Technical Proposal.



## **HP Attachments**

**Attachment 1 – HP Response to IP12 Cost Sheets**

**Attachment 2 – HPFS Lease Financing**



# IP12

## ATTACHMENT A

HP Response to West Virginia Office of Technology  
September 4, 2012

### STANDARD PC

ITEM	MINIMUM REQUIREMENTS	State COST	Educational Cost
Chassis Including Shipping	Mid tower	N/A	N/A
OS	Windows 7 Professional 32 bit/64 bit	N/A	N/A
Processor	Intel Core i3 3.00 GHz	N/A	N/A
RAM	4 GB min	N/A	N/A
Hard drive	160gb 7200 RPM SATA, upgradable	N/A	N/A
Keyboard	standard USB	N/A	N/A
Mouse	optical USB 2 button with scroll	N/A	N/A
DVD/RW	Multi DVD/RW optical drive	N/A	N/A
USB ports	4 back, 2 front, with a minimum one USB 2.0 port or higher	N/A	N/A
Video	dual monitor capability with one VGA port and one DVI port	N/A	N/A
Ethernet port	standard integrated	N/A	N/A
TPM chip required		N/A	N/A
Base cost of Unit including shipping		\$449.00	\$449.00
4 Year Warranty	On-Site	\$30.00	\$30.00
Windows 7 Ultimate Upgrade		\$43.00	\$43.00
Total Cost of Unit		\$522.00	\$522.00

Proposed Make	Proposed Model
Hewlett Packard	6300MT

# IP12

## ATTACHMENT B

HP Response to West Virginia Office of Technology  
September 4, 2012

### POWER PC

ITEM	MINIMUM REQUIREMENTS	State COST	Educational Cost
Chassis Including Shipping	Mid tower	N/A	N/A
OS	Windows 7 Professional 32 bit/ 64 bit	N/A	N/A
Processor	Intel Core i5 3.0 GHz	N/A	N/A
RAM	4 GB min	N/A	N/A
hard drive	500gb 7200 RPM SATA, upgradable	N/A	N/A
Keyboard	standard USB	N/A	N/A
Mouse	optical USB 2 button with scroll	N/A	N/A
DVD/RW	Multi DVD/RW optical drive	N/A	N/A
USB ports	4 back, 2 front, with a minimum one USB 2.0 port or higher	N/A	N/A
Video	dual display capable (one VGA, one DVI) with a minimum of 1 GB dedicated video RAM	N/A	N/A
Ethernet port	standard integrated	N/A	N/A
TPM chip required		N/A	N/A
Base cost of Unit including shipping		\$529.00	\$529.00
4 Year Warranty	On-Site	\$30.00	\$30.00
Windows 7 Ultimate Upgrade		\$43.00	\$43.00
Total Cost of Unit		\$602.00	\$602.00

Proposed Make	Proposed Model
Hewlett Packard	6300MT



# IP12

## ATTACHMENT C

HP Response to West Virginia Office of Technology  
September 4, 2012

### GIS/ENG. CLASS PC

ITEM	MINIMUM REQUIREMENTS	State COST	Educational Cost
Chassis Including Shipping	Mid tower	N/A	N/A
OS	Windows 7 Professional 32 bit/64 bit	N/A	N/A
Processor	Intel Core i7 3.4 GHz-	N/A	N/A
RAM	4 GB min	N/A	N/A
hard drive	1 TB 7200 RPM SATA, upgradable	N/A	N/A
Keyboard	standard USB	N/A	N/A
Mouse	Optical USB 2 button with scroll	N/A	N/A
DVD/RW	Multi DVD/RW optical drive	N/A	N/A
USB ports	4 back, 2 front, with a minimum one USB 2.0 port or higher	N/A	N/A
Video	Dual display capable (one VGA, one DVI), with a minimum of 1GB of dedicated Video Ram	N/A	N/A
Ethernet port	Standard integrated	N/A	N/A
TPM chip required		N/A	N/A
Base cost of Unit including shipping		\$715	\$715.00
4 Year Warranty	On-Site	\$30	\$30.00
Windows 7 Ultimate Upgrade		\$43.00	\$43.00
Total Cost of Unit		\$788.00	\$788.00

Proposed Make	Proposed Model
Hewlett Packard	6300MT

# IP12

## ATTACHMENT D

### STANDARD LAPTOP

ITEM	MINIMUM REQUIREMENTS	State COST	Educational Cost
OS Including Shipping	Windows 7 Professional 32 bit/64 bit	N/A	N/A
Processor	Intel Core i3 2.3 GHz-	N/A	N/A
RAM	4 GB	N/A	N/A
hard drive	160GB 7200 RPM SATA	N/A	N/A
Keyboard	Standard	N/A	N/A
Webcam	Integrated	N/A	N/A
DVD/RW	Multi DVD/RW optical drive	N/A	N/A
USB ports	3 total with at least one USB 2.0 port	N/A	N/A
Video	Standard integrated video, 15" display or better	N/A	N/A
Battery	6 cell 55 Whr Battery or equivalent	N/A	N/A
Ethernet port	Standard integrated	N/A	N/A
Wireless	802.11 a/b/g/n I2 WLAN Card	N/A	N/A
Computrace complete 4 years		N/A	N/A
TPM chip required		N/A	N/A
Base cost of Unit including shipping		\$653.00 (includes Computrace)	\$653.00
4 Year Warranty	On-Site	\$115.00	\$115.00
Windows 7 Ultimate Upgrade		\$78.00	\$78.00
Total Cost of Unit		\$846.00	\$846.00

Proposed Make	Proposed Model
Hewlett Packard	6570b

# IP12

## ATTACHMENT E

**POWER LAPTOP**

ITEM	MINIMUM REQUIREMENTS	State COST	Educational Cost
OS Including Shipping	Windows 7 Professional 32 bit/64 bit	N/A	N/A
Processor	Intel Core i5 2.4 GHz	N/A	N/A
RAM	4 GB	N/A	N/A
hard drive	500 GB 7200 RPM SATA	N/A	N/A
Keyboard	Standard integrated	N/A	N/A
Webcam	Integrated	N/A	N/A
DVD/RW	Multi DVD/RW optical drive	N/A	N/A
USB ports	3 total with at least one USB 2.0 port	N/A	N/A
Video	Video Card with minimim of 1GB of dedicated video RAM	N/A	N/A
Battery	8 cell 73 Whr battery or equivalent	N/A	N/A
Ethernet port	Standard integrated	N/A	N/A
Wireless	802.11 a/b/g/n I2 WLAN Card	N/A	N/A
Computrace complete 4 years		N/A	N/A
TPM chip required		N/A	N/A
Base cost of Unit including shipping		\$718.00 (includes Computrace)	\$718.00 (includes Computrace)
4 Year Warranty	On-Site	\$115.00	\$115.00
Windows 7 Ultimate Upgrade		\$78.00	\$78.00
Total Cost of Unit		\$911.00	\$911.00
Proposed Make		Proposed Model	
Hewlett Packard		6570b	

# IP12

## ATTACHMENT F

**TABLET (12")**

ITEM	MINIMUM REQUIREMENTS	State COST	Educational Cost
OS Including Shipping	Windows 7 Professional 32 bit/64 bit	N/A	N/A
Processor	Intel Core i5	N/A	N/A
RAM	4 GB	N/A	N/A
hard drive	150 GB 5400 RPM SATA, optional solid state	N/A	N/A
Keyboard	Physical	N/A	N/A
Mouse	Trackpad, digital pen	N/A	N/A
DVD/RW	None	N/A	N/A
USB ports	2 total	N/A	N/A
Video	Intel integrated or equivalent	N/A	N/A
Battery	Extended	N/A	N/A
Ethernet port	Standard integrated	N/A	N/A
Wireless	802.11 a/b/g/n I2 WLAN Card	N/A	N/A
Computrace complete 4 years		N/A	N/A
TPM chip required		N/A	N/A
Base cost of Unit including shipping		\$1033.00 (including Computrace)	\$1033.00 (including Computrace)
4 Year Warranty	On-Site	\$115.00	\$115.00
Windows 7 Ultimate Upgrade		\$78.00	\$78.00
Total Cost of Unit		\$1,226	\$1,226

Proposed Make	Proposed Model
Hewlett Packard	2760p

**IP12**  
**ATTACHMENT G**

**REQUIRED SERVICES**

<b>Service</b>	<b>State Cost</b>	<b>Educational Cost</b>
Image Load per machine 3.1.3	\$9.00	\$9.00

**Note: The State Cost shall be an all inclusive cost and shall cover any of the three (3) options listed in Section 3.1.3 of the Bid Specifications.**

## IP12 ATTACHMENT H OPTIONAL COMPONENTS AND SERVICES

Component	Vendor Specifications	State Cost		Educational Cost	
		Desktop	Laptop	Desktop	Laptop
1GB Memory (single)	A418195 1GB	\$17.00	\$17.00	\$17.00	\$17.00
2GB Memory (single)	DT (B4U35AA)NB (H2P63AA)	\$18.00	\$19.00	\$18.00	\$19.00
4GB Memory (single)	DT (B4U36AA) NB (H2p64AA)	\$31.00	\$33	\$31.00	\$33
External Enhanced Keyboard (USB)	DT528A, HP USB Keyboard	\$20.00	\$20.00	\$20.00	\$20.00
External 2-button mouse w/scroll (USB)	QY777AA, HP USB Mouse w/scroll	\$7.00	\$7.00	\$7.00	\$7.00
Nylon carrying Case	CN31US, Targus Classic Case	NA	\$24.00	NA	\$24.00
Leather Carrying Case	RR316AA, HP Executive Leather Case	NA	\$42.00	NA	\$42.00
Nylon Backpack	PE840A, HP Eveolution Sport Nylon Backpack	NA	\$48.00	NA	\$48.00
Extended life battery for each laptop model	QK639AA, HP Extended Life NB Battery	NA	\$74.00	NA	\$74.00
AC Adapter	ED494AA, HP 65W Smart AC Adapter	NA	\$12.00	NA	\$12.00
Port Replicator for each laptop model	Belkin USB Port Replicator, A569242	NA	\$15.00	NA	\$15.00
Full Docking Station for each laptop model (dual display, ready VGA capability, 4 USB ports minimim, at least 1 USB 3.0 port)	HP 90w Docking Station, A7E322AA	NA	\$95.00	NA	\$95.00
Computrace complete 4 years for each model	Absolute Computrace Complete, 4 years, A599822	\$73.00	\$73.00	\$73.00	\$73.00
External Speakers	KK912AA, HP Thin USB Powered Speakers	\$16	\$16.00	\$16	\$16.00
Integrated 56K Fax Modem	Modem 6570b	\$2.00	\$4.00	\$2.00	\$4.00
Accidental Damage coverage for all mobile equipment	4YR NBD onsite ADP with DMR, UL785E (instead of UE336E)	NA	\$60.00	NA	\$60.00
Asset Tagging per machine 3.10.1	AY111AV	\$4.00	\$4.00	\$4.00	\$4.00
Upgrade to Windows 7 Ultimate	Desktop (A3J52AV) NB (FQC-02419)	\$43.00	\$78.00	\$43.00	\$78.00
<b>Total Price</b>		<b>\$231.00</b>	<b>\$641.00</b>	<b>\$231.00</b>	<b>\$641.00</b>

**Note: The price to carry to the total cost sheet Attachment J is the sum of the desktop and laptop total price. The educational cost is not part of the evaluation.**

## IP12

### ATTACHMENT I - COST BID SUMMARY

#### COST EVALUATION

Please transfer the totals from the Attachments to this page. Any discrepancy in the amount listed on the attachment and the "Total Cost From Attachment" Column, the price listed on the attachment shall prevail.

Estimates provided are for bid evaluation purposes only. Actual usage will depend upon the need of the State and may be more or less at the State's discretion.

Attachment	Total State Cost From Attachment	Estimated Quantity	Product	Extended Cost
Attachment A	\$522.00	1,200	standard desktop pcs	\$626,400.00
Attachment B	\$602.00	2500	power desktop pcs	\$1,505,000.00
Attachment C	\$788.00	20	GIS/ENG Class pc	\$15,760.00
Attachment D	\$846.00	1000	Standard Laptop	\$846,000.00
Attachment E	\$911.00	1000	Power Laptop	\$911,000.00
Attachment F	\$1,226.00	50	Tablets	\$61,300.00
Attachment G	\$9.00	5700	Machines	\$51,300.00
Attachment H	\$872.00	20	Total State Cost	\$17,440.00
		<b>Total Cost</b>		<b>\$4,034,200.00</b>

## HPFS Lease Financing

Hewlett-Packard Financial Services Company ("HP Financial Services" or "HPFS") offers a complete array of leasing and financial lifecycle management services not only to HP's public sector customers in the United States, but also to commercial and public sector customers of HP in dozens of countries worldwide. We can help you transition from your existing technology, acquire a new solution cost-effectively, and manage that solution throughout its lifecycle. Our goal is to help you increase the return on your IT investment, reduce risk, and work within your existing capital and operating budgets.

The lease products HPFS offers are, like those of its competitors, separate and distinct agreements from the purchase contracts entered into between West Virginia Office of Technology and suppliers (whether the supplier is Hewlett-Packard Company, an HP-authorized reseller, or a third party vendor), and HPFS does not assume any of the obligations of the supplier and is not responsible for its selection, installation or performance. HPFS is a wholly-owned subsidiary of Hewlett-Packard Company and is based in Murray Hill, New Jersey.

HPFS' Public Sector unit specializes in customized financing plans tailored to meet the needs of educational and governmental customers in the United States. Our familiarity with the needs of public sector customers enables us to offer viable leasing and financing plans for customers like you.

There are variations and options with each major lease plan. The plans presented are examples of what we can offer, and can be adapted to address your specific needs. For example, we can structure a customized leasing or financing plan based on factors such as your budgetary requirements, equipment delivery and installation cycles, and the anticipated period of use to help maximize the benefits to you.

As an additional benefit for leasing with HPFS there is no need to assign invoices to a third party company. HPFS will order your products directly with the Hewlett-Packard Company on a purchase order basis expediting your service and allowing HP Financial Services to you track your assets through the delivery cycle.

HPFS Lease Offering(s):

### **FAIR MARKET VALUE/TRUE LEASE**

Customers that want to lower their cost of using the equipment and retain maximum flexibility at the end of the lease, HPFS offers a fair market value lease (also know as a true lease). This "pay-as-you-go" structure helps you stretch your budget dollars to get the technology you need today. At the end of the lease term, you have several options: 1) return the equipment without penalty; 2) renew the lease for a specified renewal term at a negotiated lease payment amount; 3) purchase the equipment at its then fair market value; or 4) extend the original term and continue to make the same periodic lease payments until you are ready to exercise one of the three previously listed options. This plan may help customers avoid technology obsolescence and asset disposition costs.

HPFS does allow our customers to enter into a month to month extension at the end of each lease agreement if they find it necessary to maintain their existing leased equipment for longer than the original lease timeframe. We also have a package and shipping service that can be incorporated into the lease contract upfront for returns of equipment at lease end. This service can be very valuable when budgeting for your technology costs.





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### TAX EXEMPT INSTALLMENT SALE (LEASE PURCHASE)

In a Tax-exempt Installment Sale structure, payments consist of both principal and interest, with the interest being excludable from the Lessor's gross income for Federal income tax purposes. During the term of the Lease the Concluding Payment – primarily consisting of unpaid principal would decline as each Lease Payment was made and applied. Under this structure Title typically passes to the Lessee at the Lease Acceptance and the Lessor would file a security interest in the equipment. Once the original base Lease Payments are made the Lessee owns the equipment free and clear.

### TAX EXEMPT TECH REFRESH

Our Tech Refresh offer is structured as a Tax-Exempt Installment Sale with an option on the last payment to either return the equipment (and acquire new) or make the payment and own the equipment outright. Our standard offer calls for payments to be made annually in advance (additional structures may be tailored if needed to accommodate your budget restrictions). The final (or option) payment is a set amount of the original purchase price of the equipment (it is our estimate of the wholesale value of the equipment at the time of the option). The balance of the cost is amortized over the term. The benefit to this structure is that the West Virginia Office of Technology is not locked into any one particular deal; it can purchase the equipment for the pre-stated final payment or return it (not make the final payment) and acquire new technology.

Other important elements of the Tech Refresh structure:

- There is only one refresh opportunity during the lease
- Lessee must be committed to acquire and lease similar equipment prior to exercising the option
- Tech Refresh is offered only as a Tax-Exempt Installment Sale structure
- The option cannot be exercised if an event of default has occurred and is continuing
- Lessee must provide an irrevocable written election of notice of its intent to either refresh or purchase 3 months prior to the refresh period. On the 48 month term the refresh point is at month 36 which would require notification at month 33 or 3 months prior to the refresh date option. On the 60 month term the refresh point is month 48 which would require notification at month 45 or 3 months prior to the refresh date option.

HP Financial Services looks forward to having the opportunity to serve you.

Sincerely,

*Amy Hunter*

Inside Financial Area Manager – Public Sector

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&

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